Welland and Vertafore Work Their Magic for The Crichton Group

"Everything is beautiful like a gossamer winged pegasus charging down a rainbow. Yea. That good. Really." - RYAN DEEDS, The Crichton Group

Founded in 1979, The Crichton Group offers comprehensive insurance services in three primary areas — commercial insurance, employee benefits and personal insurance. The Crichton Group is dedicated to helping clients see measurable results by protecting their assets, helping them grow their business and attract quality employees.

Over the last several years, The Crichton Group has grown to become one of Tennessee's largest independent insurance angencies. With this growth came the need for a scalable agency management solution.

LET THE QUEST BEGIN!

As The Crichton Group ventured down several paths, one road seemed like the clear choice – Vertafore and their innovative Sagitta product. Vertafore is a leader in modern insurance technology. Their Sagitta management software is the most flexible and powerful management system available today, designed specifically to help large agencies like The Crichton Group. The processing capabilities are unmatched and highly customizable.

ONE PIECE OF THE PUZZLE WAS IN PLACE.

The next mission was to find the key to their data translation needs. At the time, the data in their UniVerse/UniData (U2) database was difficult to access and utilize in its native format. They needed a solution to standardize the data. The search led to Welland and their EXPORT™ product.

EXPORT™ helps businesses retrieve information in a blinding fast manner from their U2 database. The solution allows the data to be mined, warehoused and web-enabled. It then translates the business driven U2 data into an industry standard format of MS SQL or Oracle, which is needed for additional flexibility and standardization.

THE LAST STAGE OF THE MISSION WAS UNDERWAY.

The only obstable left was to ensure EXPORT™ and Sagitta worked seamlessly. The teams from Welland and Vertafore combined powers to create the connection between the software products. The combination of these solutions now allows The Crichton Group to manage their product offerings more efficiently and easily access and utilize SQL for their reporting needs.

THE JOURNEY WAS COMPLETE.

The Crichton Group was now set up to focus on their main objective – providing their clients with impeccable service and helping them achieve the same success.